



February 7, 2017

United States President Donald J. Trump
The White House
1600 Pennsylvania Avenue, N.W.
Washington, D.C. 20500

Dear Mr. President:

The National Cattlemen's Beef Association (NCBA) and the National Pork Producers Council (NPPC) commend your strong stand on trade, and we urge you to initiate free trade agreement negotiations with nations in the Asia-Pacific region beginning with Japan. As you continue to lead America forward, we want to be a resource for your administration for possible strategies in improving existing and future trade agreements for the benefit of our producers.

Japan is our highest value international market for both beef and pork exports. In fiscal 2016, Japanese consumers purchased \$1.4 billion of U.S. beef products and \$1.5 billion of U.S. pork products. There is strong demand for U.S. beef and pork in Japan, and our presence in Japan's market could be much larger with the reduction or elimination of tariffs and other import measures. Under terms of the Trans-Pacific Partnership (TPP) agreement, Japan's 38.5 percent tariff on fresh and frozen beef would have been cut to 9 percent over the phase-in period and would have provided us parity with Australia in the Japanese market. Japan's tariffs on pork, which are determined through a so-called gate price system, would have been substantially reduced as part of the TPP agreement.

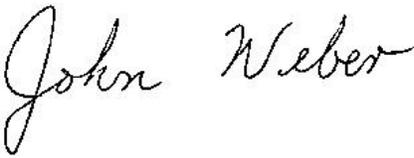
Analysis by the U.S. International Trade Commission found that beef exports to TPP countries would grow by \$876 million per year by the end of the phase-in period and that most of that growth would be in trade to Japan. Likewise, it found that pork exports to TPP countries would grow by \$387 million, with most again being to Japan. Nearly 9,000 U.S. jobs would be generated by the increase in exports of livestock products, according to USDA's export multiplier.

While we may not agree with the decision to withdraw from the TPP, we respect that this is the position of the U.S. government, and we request that you prioritize securing strong market access to Asia-Pacific markets for U.S. beef and pork exports. A successful, comprehensive agreement with Japan would result in one of the greatest trade agreements for the U.S. pork and beef industries and for many other sectors, as well. It would also help stimulate interest among other

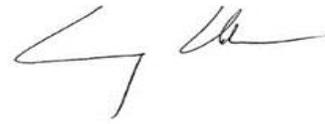
former TPP members and Asia-Pacific nations in their own bilateral agreements with the United States. We realize that our competitors are doing their best to secure preferential trade agreements in many of these markets, and we are concerned that if we do not act soon, we will fall further behind our competitors in these important markets. It is out of this sense of urgency that we respectfully request a meeting with you to discuss our trade priorities and provide you with our recommendations.

Securing strong market access to Japan and other Asian markets is a priority for the U.S. beef and pork industries, and we appreciate your leadership and dedication to making our products the most competitive around the world. We look forward to working with you as we move forward in this important endeavor.

Sincerely,

A handwritten signature in cursive script that reads "John Weber".

John Weber
President
National Pork Producers Council

A handwritten signature in cursive script that reads "Craig Uden".

Craig Uden
President
National Cattlemen's Beef Association